

Message Text

CONFIDENTIAL

PAGE 01 STATE 128992
ORIGIN AF-10

INFO OCT-01 EUR-12 ISO-00 COME-00 EB-08 /031 R

DRAFTED BY AF/W:BSKIRKPATRICK:TWMSMITH:BA
APPROVED BY AF/W-TWMSMITH
COM/MEPD:DSTOWE
EUR/WE-JFDOBBINS
AF/W:RPALMER (SUB)

-----074455 220121Z /15

R 212204Z MAY 78
FM SECSTATE WASHDC
TO AMEMBASSY PARIS
INFO AMEMBASSY LOME

C O N F I D E N T I A L STATE 128992

E.O. 11652: GDS

TAGS:EMIN, EINV, TO

SUBJECT: DEVCO INTEREST IN TOGO FERTILIZER PLANT

REF: A) LOME 617 NOTAL, B) USDOC 3098 NOTAL, C) LOME 356
NOTAL, D) LOME 139, E) 77 LOME 2036, TELCONS MURPHY/SMITH

1. DEVCO INTERNATIONAL HAS SOUGHT DEPARTMENT'S SUPPORT
IN THEIR EFFORT TO SECURE CONTRACT FOR TECHNICAL ADVICE
AND COMMERCIALIZATION OF PRODUCTION IN DOLS 250-300
MILLION TOGOLESE PHOSPHORIC ACID FERTILIZER PROJECT.
PREVIOUS TRAFFIC BEING TRANSMITTED FOR YOUR INFORMATION.

2. IN KEEPING WITH OVERALL POLICY OF PROVIDING APPROPRIATE
ASSISTANCE TO US FIRMS ABROAD, WE SUPPORT DEVCO'S EFFORTS
TO SECURE FOOTHOLD IN FRANCOPHONE AFRICA. WE BELIEVE THE
TOGOLESE GOVERNMENT WISHES TO DIVERSIFY THE COUNTRY
SOURCES OF INVESTMENT AND TRADE, AND THAT THIS DESIRE,
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 STATE 128992

COUPLED WITH THE DEVCO'S TECHNICAL COMPETENCE, PUTS THE
FIRM IN A STRONG POSITION VIS-A-VIS ITS COMPETITORS.
HOWEVER, DEVCO INFORMS US THAT THEY BELIEVE EUROPEAN
COMPETITION IS STIFF AND THAT THE TOGOLESE GOVERNMENT IS
ABOUT TO MAKE A DECISION ON THE PROJECT. THEY BELIEVE
THAT PRESIDENT EYADEMA'S PRESENCE IN PARIS FOR THE

FRANCOPHONE SUMMIT MAKES HIM PARTICULARLY VULNERABLE TO THE BLANDISHMENTS OF DEVCO'S COMPETITORS. THEY SAY THEY HAVE BEEN ADVISED BY MAURICE ASSOR, THE ECONOMIC ADVISOR TO THE TOGOLESE GOVERNMENT WHO ALLEGEDLY SUPPORTS DEVCO'S PROPOSALS, THAT EUROPEAN PRESSURE ON EYADEMA MIGHT BE OFFSET IF A SENIOR AMERICAN OFFICIAL, PREFERABLY THE US AMBASSADOR, COULD ASSURE EYADEMA WHILE HE IS IN PARIS THAT THE US WELCOMED THE POSSIBILITY AN AMERICAN FIRM MIGHT SECURE A MAJOR CONTRACT IN TOGO.

3. WE HAVE REPLIED TO THE COMPANY THAT WE WOULD EXPLORE THE FEASIBILITY OF ACTING ON THIS SUGGESTION WITH THE EMBASSY IN PARIS. WE HAVE SAID THAT IF A SUITABLE OCCASION ARISES, IN WHICH THE AMBASSADOR MIGHT HAVE A WORD WITH EYADEMA IN CIRCUMSTANCES THAT ARE NEITHER EXCEPTIONAL NOR FORCED, WE WOULD SUGGEST THAT HE NOTE TO EYADEMA OUR SATISFACTION THAT THE TOGOLESE GOVERNMENT IS GIVING FAVORABLE CONSIDERATION TO THE PROPOSAL OF AN AMERICAN FIRM.

4. WE UNDERSTAND THAT THE FIRM PROPOSES TO INVITE THE AMBASSADOR TO TEA WITH PRESIDENT EYADEMA. WE MUST LEAVE IT TO EMBASSY PARIS TO DECIDE WHETHER OR NOT SUCH AN INVITATION, IF IT IS FORTHCOMING, FITS THE AMBASSADOR'S SCHEDULE.

CONFIDENTIAL

CONFIDENTIAL

PAGE 03 STATE 128992

5. WE RECOGNIZE THAT THE FIRM MAY SEEK TO FORCE MORE SIGNIFICANCE INTO THE MEETING THAN IS JUSTIFIED BY THE CIRCUMSTANCES. FOR INSTANCE, FOR THE PAST TWO YEARS THE TOGOLESE GOVERNMENT HAS SOUGHT TO ELICIT AN INVITATION TO PRESIDENT EYADEMA TO MAKE AN OFFICIAL VISIT TO WASHINGTON. WE HAVE CONSISTENTLY REPLIED THAT WHILE WE WOULD CONSIDER THIS SUGGESTION MOST CAREFULLY, THE VERY TIGHT SCHEDULE OF THE PRESIDENT AND THE SMALL NUMBER OF OFFICIAL VISITS THAT ARE POSSIBLE IN ANY ONE YEAR WOULD LEAD US TO SUGGEST THAT IF PRESIDENT EYADEMA WISHES TO COME TO THE US HE PAY A PRIVATE VISIT, IN WHICH CASE WE WOULD ASSIST HIM TO THE EXTENT POSSIBLE IN ARRANGING A SUITABLE SCHEDULE. DEVCO IS AWARE OF OUR POSITION, AND WHILE THEY CLEARLY BELIEVE AN INVITATION TO EYADEMA WOULD IMPROVE THE CHANCES OF THEIR PROPOSAL, THEY ALSO RECOGNIZE THE REALITY ON WHICH OUR POSITION IS BASED. VANCE

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INVESTMENTS, FERTILIZERS, INDUSTRIAL PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 21 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978STATE128992
Document Source: CORE
Document Unique ID: 00
Drafter: BSKIRKPATRICK:TWMSMITH:BA
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780214-1027
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780536/aaaabdzy.tel
Line Count: 111
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: bad28a99-c288-dd11-92da-001cc4696bcc
Office: ORIGIN AF
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 78 LOME 617, 78 LOME 356
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 apr 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2623404
Secure: OPEN
Status: NATIVE
Subject: DEVCO INTEREST IN TOGO FERTILIZER PLANT
TAGS: EMIN, EINV, TO, US, DEVCO INTERNATIONAL
To: PARIS
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/bad28a99-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014